



Vendor: IBM

Exam Code: M2010-720

Exam Name: TRIRIGA Real Estate and Facility
Management Sales Mastery Test v1

Version: DEMO

QUESTION 1

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Simplified navigation and control, adaptive portal layouts and streamlined application processes
- B. Comprehensive suite of operational and analytical applications
- C. Single technology platform, scalability and enterprise interoperability
- D. All of the above

Answer: C

QUESTION 2

Identify the license type which allows converting a concurrent core license to the Integrated Workplace Manager (IWM) license.

- A. Allowed under the S&S contract
- B. One-time upgrade license
- C. Trade-up license
- D. Must purchase an additional IWM license

Answer: C

QUESTION 3

What is a benefit of the TRIRIGA Workplace Enterprise-Class Application system?

- A. A single suite of modular applications that manages across the entire workplace function
- B. Five low-cost stand-alone applications integrated using Omnibus and SOAP interfaces
- C. Automates EH&S regulatory compliance
- D. Fully compliant with Sarbanes-Oxley regulatory requirements

Answer: A

QUESTION 4

All pricing includes first year maintenance and support.

- A. True
- B. False
- C. Only for first-time purchases of the software
- D. Only for additional license purchases after initial order

Answer: A

QUESTION 5

TRIRIGA Projects offers enterprise project management, program management, fund source management and vendor bid management capabilities to deliver which business benefits?

- A. Identifies program funding priorities to streamline project portfolio management
- B. Analyzes project risks and rewards to improve project planning decisions
- C. Increases effectiveness of project delivery to accelerate project schedules

D. All of the above

Answer: B

QUESTION 6

Why is it recommended to introduce a Business Value Analysis early in the sales cycle?

- A. It helps to qualify the opportunity and introduces TRIRIGA value propositions to build a business case.
- B. You need to charge for the BVA. and establish that requirement earlier is better.
- C. There's typically no time at the end of the cycle to gather required information.
- D. The customer will not believe the numbers past the mid-point of the sales cycle.

Answer: B

QUESTION 7

What is a good way to communicate the quantified benefits of the TRIRIGA IWMS system to a prospect?

- A. Setup a site visit with an existing customer.
- B. A Business Value Analysis whose goal is to quantify potential benefits based on best practices and proven customer results.
- C. Invite the prospect to attend PULSE to hear results from peers in the industry.
- D. Make up some numbers and name-drop various analyst reports.

Answer: A

QUESTION 8

Licensee must obtain an entitlement for each Install of the Program on a Java Application Server (e.g. Webshpere, JBoss, WebLogic).

- A. True
- B. False
- C. Only for first-time purchases of the software
- D. Only for additional license purchases after initial order

Answer: A

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